

## Message Text

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PAGE 01 STATE 146983  
ORIGIN COME-00

INFO OCT-01 ARA-14 ISO-00 EB-07 /022 R

DRAFTED BY COMM/BIC/OED/SIPS/JHARDISTY/GW  
APPROVED BY EB/OCA/CD/REDAY  
COMM/BIC/OED/SIPS/SSLEON  
COMM/BIC/OED/OBOD/RECOHEN  
STATE/ARA/AMD/JCHAMBERLAIN  
ARA/ECP/DTAHER (INFO)

-----069938 241052Z /21

R 232317Z JUN 77  
FM SECSTATE WASHDC  
TO AMEMBASSY LIMA

UNCLAS STATE 146983

E.O. 11652: NA

TAGS: BEXP, PE

SUBJECT: PRODUCT OPPORTUNITY: PURCHASE OF HEAVY DUTY  
TRUCKS, TRUCK TRACTORS, TRAILERS AND SEMITRAILERS BY NA-  
TIONAL ASSOCIATION OF TRUCKING COMPANIES.

1. STRATEGIC INDUSTRIAL PRODUCT SALES (SIPS) GROUP OF USDOC  
HAS RECEIVED SEVERAL RESPONSES TO DISEMINATION OF REFTEL  
INDICATING THAT THERE IS SOME SKEPTICISM WITHIN U.S. INDUS-

TRY AS TO WHETHER THIS REQUIREMENT IS ACTUALLY BEING TEN-  
DERED. ONE COMPANY, WHICH CLAIMS TO HAVE ACCESS TO HIGH  
RANKING MEMBER OF ASSOCIATION STATED THAT IT UNDERSTOOD  
THAT ONLY REQUIREMENT BEING CONSIDERED FOR IMPORT IS RADIAL  
TIRES. OTHER FIRMS EXPRESSED CONCERN ABOUT ABILITY OF PERU  
TO PAY FOR THE FOUR ITEMS WHICH, IF ORDERED IN QUANTITIES  
MENTIONED IN REFTEL, WOULD CONSIDERABLY EXCEED 20 MILLION  
DOLLARS.

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2. ACTION REQUESTED: WOULD APPRECIATE EMBASSY CONFIRMING  
THAT REQUIREMENT, AS UNDERSTOOD FROM REFTEL, IS STILL BEING  
CONSIDERED BY ASSOCIATION. ANY ADDITIONAL INFORMATION THAT  
IS AVAILABLE, SUCH AS SIZE AND TYPE OF EQUIPMENT, WOULD BE  
HELPFUL TO COMPANIES AT TS STAGE. CHRISTOPHER

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Sent Date:** 23-Jun-1977 12:00:00 am  
**Decaption Date:** 01-Jan-1960 12:00:00 am  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01-Jan-1960 12:00:00 am  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1977STATE146983  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** BIC/OED/SIPS/JHARDISTY/GW  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
**Film Number:** D770226-0400  
**Format:** TEL  
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**Handling Restrictions:** n/a  
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**Legacy Key:** link1977/newtext/t19770625/aaaaavwj.tel  
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**Litigation Codes:**  
**Litigation History:**  
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**Message ID:** 0ef9ce77-c288-dd11-92da-001cc4696bcc  
**Office:** ORIGIN COME  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
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**Previous Handling Restrictions:** n/a  
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**Review Exemptions:** n/a  
**Review Media Identifier:**  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 2053374  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** PRODUCT OPPORTUNITY: PURCHASE OF HEAVY DUTY TRUCKS, TRUCK TRACTORS, TRAILERS AND SEMITRAILERS BY NATIONAL ASSOCIATION OF TRUCKING COMPANIES.  
**TAGS:** BEXP, PE  
**To:** LIMA  
**Type:** TE  
**vdkgvkey:** odb://SAS/SAS.dbo.SAS\_Docs/0ef9ce77-c288-dd11-92da-001cc4696bcc  
**Review Markings:**  
Margaret P. Grafeld  
Declassified/Released  
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